

INDEPENDENT SALES CONSULTANTS

SPIRAL GROUP, INC. | NEW ORLEANS, LA | 217-791-3809

Spiral Group, Inc. provides an affordable online transactional marketplace, digital ad products, and business excellence tools for small businesses. We're seeking **five** of the most creative, energetic, self-motivated, and professional individuals to join our team as Independent Sales Consultants. Persons considered hard to employ, due to a criminal past, are strongly encouraged to apply. Ideal candidates will have exceptional service skills, the drive to be successful, and a teachable mentality.

This is a commission-based pay job opportunity. You'll receive 20% commission for **each** Spiral Group, Inc. product and service you sell. Success in this role is measured by meeting and exceeding monthly sales goals, honesty, professional ethics, consistently staying ahead of certain daily metrics, asking probing questions, and dealing with rejection professionally. Currently, our total available market is the state of Louisiana.

Serious candidates should visit our website and locate the Join Our Team link to apply online. Or submit your resumes and cover letters to Michelle Jones at nuua7997@gmail.com. Qualified applicants will be contacted by email **and** phone.

ROLE & RESPONSIBILITIES

- ❖ Generate and research leads.
- ❖ Successfully sell our digital ad products to qualified small business owners through outbound sales calls.
- ❖ Answer questions about products, pricing, and terms. Negotiate reasonably to satisfy their needs.
- ❖ Manage a pipeline of clients from each of our business categories.
- ❖ Become an expert in each of the products in our portfolio and adapt products realistically to suit client needs.
- ❖ Maintain a level of organization that allows you to manage your time effectively in order to complete daily tasks.
- ❖ If required, assist clients with completing their online order forms to obtain our products and services.
- ❖ Prepare and electronically deliver weekly and monthly sales reports.
- ❖ Ensure customer success by developing solutions and making recommendations to Spiral Group, Inc. management.
- ❖ Recommend changes in products, services, and policies by evaluating results and competitive developments.
- ❖ Attend regularly scheduled team and one-to-one meetings.
- ❖ Maintain professional and industry knowledge by attending free educational workshops – virtual or in-person; establishing positive social and professional networks; and participating in our community outreach program.

QUALIFICATIONS & EDUCATION REQUIREMENTS

- ❖ High School Diploma or Equivalent.
- ❖ 1 year experience in sales, marketing, retail, or customer service.
- ❖ Capable of completing our thorough onboarding process and online training program as required.
- ❖ Professional application of the sales process and related dynamics after completing our training program.
- ❖ An unwavering commitment to stellar customer service.
- ❖ Excellent written and verbal communication skills.
- ❖ Superb interpersonal skills, including the ability to quickly build rapport with clients, prospective clients, and other Spiral Group, Inc. Independent Sales Consultants.
- ❖ Desktop or laptop computer to complete a variety of tasks, and internet access.
- ❖ Dependable cell or landline telephone.
- ❖ Competency in internet usage and terms.
- ❖ Able to work productively and proficiently in a self-directed environment.

DATE POSTED	03-29-2024	JOB CODE	ISC-1
HR CONTACT	MINISTER MICHELLE JONES	JOB TYPE	INDEPENDENT CONTRACTOR
DEPARTMENT	SALES. CLIENT RELATIONS	EDUCATION LEVEL	HIGH SCHOOL OR EQUIVALENT
WORK LOCATION	REMOTE. WORK FROM HOME.	SALARY	COMMISSION-BASED PAY
ONBOARDING TIME	2 DAYS	TRAINING	ELEARNING PLATFORM
TRAVEL REQUIRED	TBD BY SALES CONSULTANT	TRAINING TIME	3 DAYS